

Week 5 – Term 2 – OCT 2016 – Class Contents – **ADVANCED** Class

Agenda

- 1. **REVIEW:** “ə(r)” Pronunciation Technique
 - 2. **REVIEW:** 2 more QUESTION Phrases for Negotiations and Discussions
 - 3. **LEARN:** “LOGICAL Answering Technique
 - 4. Homework Assignment
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REVIEW: “ə(r)” PRONUNCIATION Point:

- “**ir**” pronunciation
- “**er**” pronunciation
- “**or**” pronunciation
- “**ur**” pronunciation
- “**ar**” pronunciation

“er” Pronunciation

Stressed	Unstressed
<ul style="list-style-type: none">• 1. service• 2. serve• 3. Term• 4. insert• 5. concern• 6. version	<ul style="list-style-type: none">• 1. center• 2. receiver• 3. However• 4. answer• 5. after• 6. her

“or” Pronunciation

Stressed	Unstressed
<ul style="list-style-type: none">• 1. work• 2. working• 3. worst• 4. word• 5. worth	<ul style="list-style-type: none">• 1. labor• 2. Trevor• 3. honor• 4. vendor• 5. color

“ir” Pronunciation

Stressed	Unstressed
<ul style="list-style-type: none">• 1. first• 2. bird• 3. third• 4. girl• 5. confirm• 6. shirt• 7. firmware	<ul style="list-style-type: none">• 1. stir• 2. Fir• 3. repair• 4. sir• 5. fair• 6. pair

“ur” Pronunciation

Stressed	Unstressed
<ul style="list-style-type: none">• 1. Furthermore• 2. purpose• 3. surprise• 4. survive• 5. turn• 6. burn• 7. curve	<ul style="list-style-type: none">• 1. future• 2. feature• 3. venture• 4. furniture• 5. Fur• 6. amateur• 7. our / hour

“ar” Pronunciation

Stressed	Unstressed
<ul style="list-style-type: none">• 1. calendar• 2. grammar• 3. solar• 4. similar	<ul style="list-style-type: none">• 5. particular• 6. scholar• 7. circular• 8. popular

PRACTICE HOMEWORK: Practice these sentences many times before the next class!

1. Our vendor said the service center will repair the AV receiver on October 23rd.
2. First, our purpose is to work and confirm the firmware by the 3rd of December.
3. The new vendor is considering and concerned about releasing the third version in the future.

REVIEWED: KEY PHRASE 2:

- “Would it be possible to....?”
- Examples:
 1. Would it be possible to discuss this matter over lunch / after lunch?
 - “Over lunch”: means while eating lunch
 2. Would it be possible to lower the price?
 3. Would it be possible to change the meeting time?

- 4. Would it **be possible to** test the software again?
- 5. Would it **be possible to** improve the response time?
- 6. Would it **be possible to** send the part back to our factory?

LEARN: Sample Answers

Question: **Would it be possible to.....?**

- “Yes” Cases
- 1. Sure.
- 2. Yes. It’s possible.
- 3. No problem.
- 4. Of course.
- 5. Not a problem.
- 6. No sweat. (Means: “No problem.”)

Question: **Would it be possible to.....?**

- “No” Cases
- 1. Not possible.
- 2. I’m afraid not.
- 3. No can do.
- 4. Unfortunately, it’s not possible due to.....

CHECKED: Homework #1: Make 3 original examples.

REVIEWED: KEY PHRASE 3:

- “How do you plan to....?”
- (means: “What’s your plan to....?”)
- Examples:
 1. How do you plan to reduce the shipping costs?
 2. How do you plan to finish by the end of this month?
 3. How do you plan to increase our sales next year?
 4. How do you plan to improve the design?
 5. How do you plan to advertise our product?
 6. How do you plan to make our product popular in Japan?

CHECKED: Homework #2: Make 3 original examples.

LEARN: “LOGICAL” Answering Technique

Question: How do you plan to....?

- 1. Our plan is....
- 2. We plan to....
- 3. Let me explain our plan.

LEARN: “LOGICAL” Answering Technique(Sample Format)

Question: How do you plan to....?

- “Logical” Answer Technique:
- Start: Our plan is....
- First, we will....
- Then, we are going to...
- Finally, we plan to.....
- Ending: That’s our current plan.

Business Conversation Simulation:

- **Client:** How do you plan to fix this issue?
- **You:** Good question. Let me explain our plan. Our plan is we will change the testing process.
- **First, we will** analyze the current schedule.
- **Then, we are going to** contact our vendor and create a new schedule.
- **Finally, we plan to** conduct several tests at Shirakawa and Vietnam.
- **That’s our current plan.**

Homework:

Directions:

- Using today's "Logical" answering technique and your homework data questions (**How do you plan to?**) from last week, make **3** original "Explaining your PLAN" examples for next week.
- Total = **3** original examples

----- END OF LESSON -----